

JULY 8, 1950  
Vol. 113 No. 1

# AMERICAN FERTILIZER



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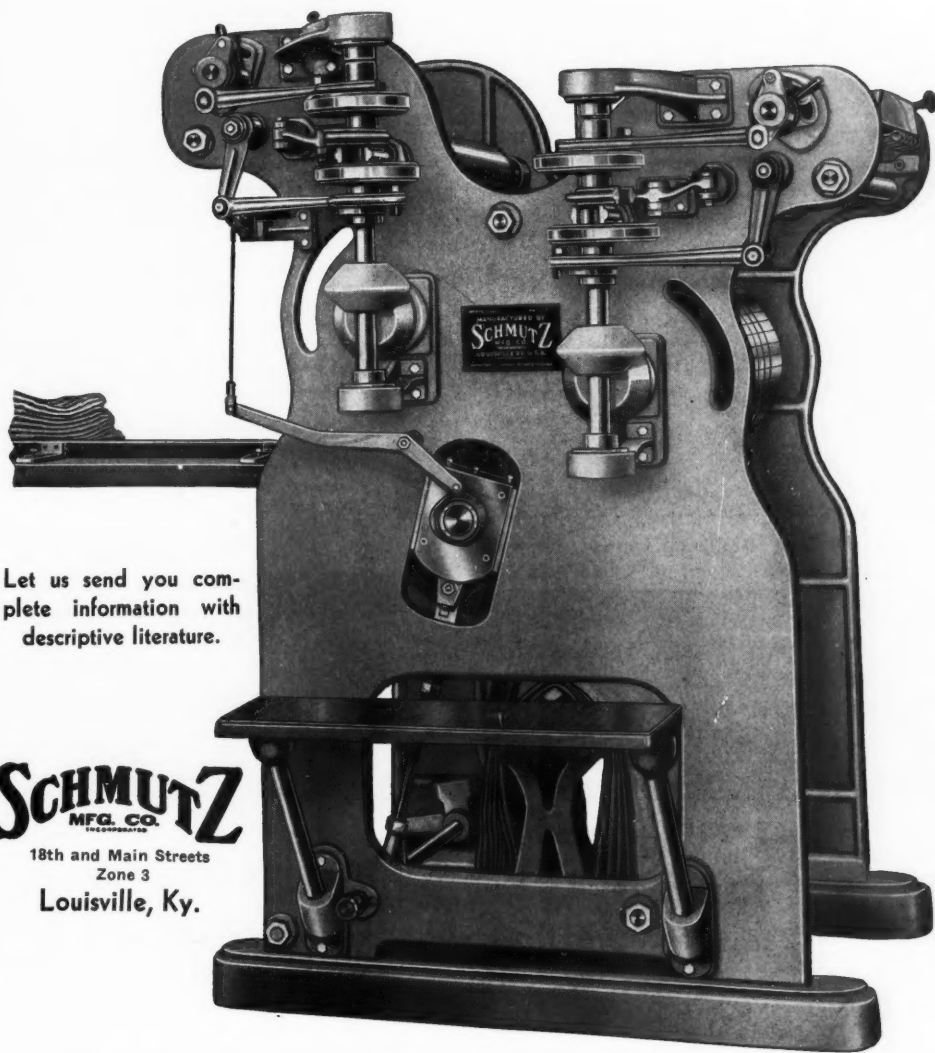
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No. 1

INCLUDED IN THIS ISSUE IS A SPECIAL PICTURE SECTION. IF YOU WISH PRINTS OF ANY PHOTOGRAPHS, WRITE THE EDITOR

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The cover photograph is a 3-in-1 combination with the center shot supplied by that camera ace Lou Wilson of APFC. Look closely you may be there.

## EDITORIAL

### THE FOLKS YOU MEET—AND THEIR PROBLEMS

SINCE WRITING the last column in this space your editor has been wandering about the Middle Atlantic and New England states with various pasture and inspection tours of interest to the fertilizer industry. The mail after each trip has included some good letters filled with constructive criticism; the two big conventions gave me the opportunity to talk and listen, and, in general, the past two weeks have been a period of getting much better acquainted with many of the newer problems facing plant food manufacturers and allied trades.

A number of things worthy of mention in this column have "stuck in the craw of my memory," as the old farmer says, and present editorial plans call for elaboration on some of these pertinent problems in special articles in future issues of AMERICAN FERTILIZER.

\* \* \* \*

### TOO LITTLE AND TOO LATE.

That's the problem facing every experiment station director in the land—too little money in the budget to work out the complete answers to farm problems, and too late with the accurate information to really do a job for the fact-hungry farmers.

By "too late" we don't mean the experiment station releases on research are not getting out in time . . . no, they are rolling off the mimeograph machines and out of the presses as swiftly as the "station men" pass their findings on to the extension or experiment station editor. But the problems are piled up so high, and the few who are working on the problems are so overworked, that much of the information comes out months after the unknown disease has hit, or weeks after the insects have struck, ravaged and passed on to new fields. Work which would help the farmer in his 1950 fertilizer problems is still known only to a few research agronomists, or is contained in a few penciled notes in some dusty field book. The average department head is understaffed and must work with his experiment plots or the tests will fail. He has no time for writing his knowledge down. He needs the immediate aid of all farm publications in getting his story to the men in the field—the farmer, the plant food producer, the other research men of America who may be working on the same problem. He needs a "voice in print" and AMERICAN FERTILIZER and other farm magazines have a job to do!

\* \* \* \*

THE STORY MUST BE TOLD as it happens—not five or ten years later.

"Yeah, but we get burned too often," said a soils man in Connecticut. By that cryptic remark this station-wise soil scientist said what is in everyone's mind—they just "ain't going out on a limb, and get in dutch with the others in the field!"

(Continued on page 14)



Senator Holland

# APFC CONVENTION

## Group Holds Spirited Meeting at Homestead

**PRIVATE ENTERPRISE:** Senator Spessard L. Holland of Florida, an outstanding member of the Senate Agriculture Committee, told the 1950 Convention of the American Plant Food Council that "agriculture . . . is keeping its feet on the ground and is thinking in terms of preserving . . . private enterprise in agriculture." He spoke at the Saturday morning session of the Convention which broke all attendance records.

**T**HERE are some meetings that click. The APFC Convention this year clicked in the full sense of the expression. Everyone worked, talked and relaxed together and the atmosphere was crackling with plans for the future—and no regrets for the past.

Things looked mighty good.

Clifton A. Woodrum, president of the American Plant Food Council, told the fifth annual convention that "the fertilizer industry has broken all plant food production records for 11 consecutive years, furnishing farmers 18,542,000 tons last season compared to 7,758,000 tons in 1938 or an increase of 139 per cent."

He described the industry as "a vast network of over 1,100 fertilizer mixing plants conveniently located to meet the needs of farmers," adding that "in addition, millions of dollars are invested in mining operations, refineries and chemical manufacturing plants to supply the necessary raw materials such as nitrogen, phosphate, and potash used in making the recommended fertilizers."

Mr. Woodrum said that "no country in the world has a fertilizer industry so well geared to the needs

of farmers as the industry in the United States."

"Since the formation of the Council five years ago, we have witnessed a phenomenal growth and expansion of the fertilizer industry," he said, pointing out that fertilizer consumption was 13.5 million tons on June 30, 1945 compared with 18.5 million tons reported for the past season.

Mr. Woodrum said "the great expansion in the fertilizer industry is attributable to several reasons:"

(1) The farmers of America have become more and more aware of the fact that by the proper use of fertilizer they can not only obtain increased production at lower unit costs but more nutritious crops.

(2) Farmers have realized that proper conservation and protection of soil fertility requires, among other procedures, the application of plant foods.

(3) Higher farm income has brought greater consumption of commercial fertilizers.

(4) During the past few years, great areas of the country, particularly in the Midwest, have suddenly awakened to the great advantages to be derived from the use of commercial fertilizers.

Mr. Woodrum said the fertilizer industry's "development during the war and postwar years can best be described by Dr. Richard Bradfield, Head, Department of Agronomy, Cornell University, Ithaca, New York, who said:

"We have a highly developed chemical industry to supply us with high-grade fertilizers at reasonable prices and in practically unlimited



Judge and Senator

quantities. No country has ever had a fertilizer industry comparable to it."

Albert S. Goss, Master of the National Grange said that farmers "should always plan to restore soil fertility and continuously build toward better yields year after year" for "it is only through such sound land management practices that we have been able to raise better and bigger crops while much of the rest of the world is slipping."

"Much of America is slipping," he added, "which emphasizes what is being done by those who are taking proper care of their soils."

Speaking directly to the six winners of the essay contest "the head of America's oldest farm organization said that "translated into sound conservation and the benefit to

future crops, the result of this (contest) actually is beyond calculation." He added that in planning the contest, the Grange found the Council "an organization which was equally interested in the conservation of the soil."

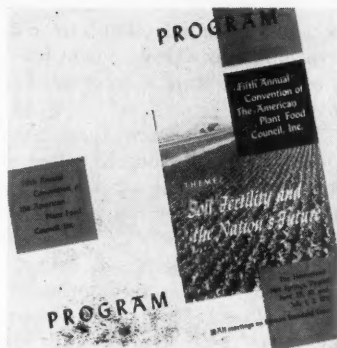
Mr. Goss said that "any sound farming program must be built around the basic truths" that: (1) "soil which is allowed to wash or blow away is gone, we cannot get it back" and (2) "when we take minerals out of the soil, we have to replace them if we expect good yields of good crops."

"The first job of a good farmer is



Al Baker, Jr., and C. F. Burroughs, Jr. talk over the Golf Tournament.

to study his land," Mr. Goss said. "He should study the type of soil; know its mineral contents; recognize the tendency to wash or to blow; and determine its "durability." He should study his land requirements not only from the standpoint of convenience in farm practices but particularly with reference to conserving the soil. In rolling or hilly country he should



have a precise knowledge of the slope of his land and the steps necessary to prevent erosion. Where necessary he should plan for contour farming or strip farming and determine upon the soundest cultural practices.

"He should then gear his farm practices to the main purpose of conserving and building up his soil resources."

W. R. Thompson, Associate Leader, Extension Agronomy, Mississippi State College Extension Service at State College told the convention that U. S. farmers need a "minimum of 108,500,000 tons of mixed fertilizer on just pastures," emphasizing that plant food properly used on pastures will return farmers "\$5 to \$9 profit for every dollar invested."

He emphasized that "pastures with the wise use of plant food will do four major things for the soil": (1) Save the soil from erosion; (2) Make the soil rich; (3) Grow grass and clover to keep the soil covered and, (4) Make money to keep people on the soil.

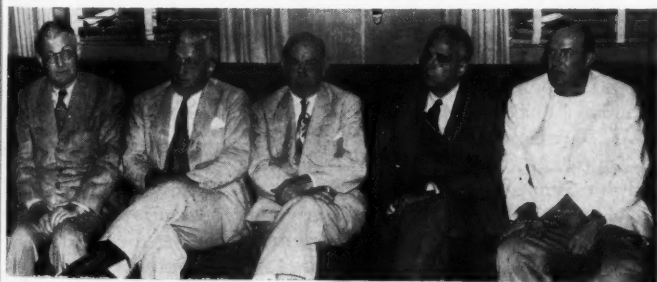
Mr. Thompson said that "man will have to do four things for successful use of plant food on pastures": (1) Make a long-time plan for its use; (2) Use enough plant food to get results; (3) Put in the right seed in the right combination and, (4) Manage the grasses and clovers after they get on the pastures.

"The plan for the use of plant food on pasture crops means the same to the pastures as the plan or blueprint for constructing a 20-story building or a bridge across the Mississippi river," he added. "No one has failed with a good plan for using the correct amount of plant food and many have failed where no plan was made and both used the same amount of fertilizer."

"A plan to use the correct amount of plant food over the pasture land in the United States would double our production and double our income with \$5 to \$9 profit from every dollar invested in plant food properly used."

Mr. Thompson said that "the South can't get by without plant food on pastures and just a little per acre fools only the farmer," adding that "plant food is the secret of a profitable pasture program—and demonstrations have proved this thousands of times."

Assistant Secretary of Agriculture Knox T. Hutchinson in speaking to the American Plant Food Council's convention members emphasized that "if we continue for



**EXECUTIVE COMMITTEE:** Outstanding leaders of the fertilizer industry were elected to the Executive Committee of the American Plant Food Council in connection with the organization's Fifth Annual Convention held at The Homestead, Hot Springs, Virginia, June 29-July 2. They are, left to right: Paul Speer, New York City, Vice President of United States Potash Company; W. T. Wright, Norfolk, Va., Vice President of F. S. Royster Guano Company, Chairman; A. F. Reed, El Dorado, Ark., Vice President of Lion Oil Company; John V. Collis, Louisville, Ky., President of Federal Chemical Company and J. A. Howell, Richmond, Va., President of Virginia-Carolina Chemical Corporation





another century and half to deplete our soil fertility as it already has been depleted in many areas, this Nation might not be able to continue as a free and independent entity."

Following his talk, he presented awards to the six National winners, as Chairman of the National Board of Judges for the Nation-wide essay contest jointly sponsored by the National Grange and Council on the subject of "Soil Fertility and the Nation's Future."

The winners were: First place (\$1000)—George F. Dunbar, East Craftsbury, Vt.; Second place (\$500)—Dennis Barber, Route No. 1, Hub, Miss.; Third place (\$400)—Kenneth L. Allen, Latta, S. C.; Fourth through Sixth place (\$300 each)—William N. McCaw, Lowden, Wash.; Miss Lucille Hahn, Route No. 1, Havana, Ill. and Albert B. Harvey, Hockessin, Del.

"I don't believe in the scare approach to National or world problems," Mr. Hutchinson said. "But I do believe in truth; and I am personally convinced that we should be completely foolhardy if we failed to recognize that the present-day domestic and world pictures demand that we take very good care of our basic resources, and especially our land."

"It has taken us a long time to appreciate the need for conserving and improving our resources. Not until the wind blew the top off the Great Plains and the rain dug great gullies in the good earth in many areas, did the American people become really aroused to the waste of soil and water that has taken place in a century and a half."

"We are, fortunately, taking effective steps to prevent further soil depletion and erosion."

Mr. Hutchinson said "we are all proud of what has been done in a few short years," but added that "at the same time, we knew that in order to make our land permanently capable of productive abundance, we can and must do more."

"I have mentioned the assistance in conservation that is offered through various Government agencies," he said. "But I sincerely hope that no one—whether in or out of Government—will make the mis-

take of concluding that our conservation job is a Government job—or even that it is a joint farmer-Government job.

"Unless it is more than that, it will never fully succeed. Just as teamwork is the answer to most of our National and world problems, so teamwork is the answer in this war against the agents of soil devastation. Conservation needs primarily the best efforts of individual farmers and farm organizations and the help of Government; but it requires also the intelligent support of the whole citizenry. It needs the interest of bankers and of business people who deal with farmers. It needs the

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**They say women dress to please themselves. It doesn't seem to take much to please them.**

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**It's dangerous to rub your eyes, but it's hard not to when you get your bill at a vacation resort.**

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support of educators and the press, radio, and television because these are agencies that mold public opinion

"We cannot start too young in this work of learning about the conservation job. And that is why this annual contest is valuable. I sincerely hope that all the thousands of young people who have submitted entries will continue all their lives to display interest in our conservation needs and a real enthusiasm to meet those needs."

Serving with Assistant Secretary of Agriculture Hutchinson on the Board of Judges were: Dr. Hugh H. Bennett, Chief, Soil Conservation Service, U. S. Department of Agriculture; Miss Lois M. Clark, Assistant Director, Division of Rural Service, National Education Association, Dr. W. T. Spanton, Chief, Agriculture Education Service, U. S. Office of Education and Dr. M. L. Wilson, Director of Extension Work, USDA.

The six National winners were introduced by Clifton A. Woodrum, president of the Council, who presided at the Convention sessions. Approximately 20,000 young men and women through 20 years of age participated in the Nation-wide contest.

Dr. Douglas S. Freeman, nationally-known editor, historian and author, of Richmond, Va., commented that "property right does not extend to the exhaustion of the fertility of the land," adding that "there can be no agricultural stability without soil fertility."

Dr. Freeman emphasized the importance of maintaining, replenishing and increasing the fertility of the Nation's soils and said that "the American society must recognize that every man is under the obligation to leave the land in as good condition as he found it and if he can, he must improve this valuable heritage in order to protect the future of generations to come."

"The fertilizer industry has played and will continue to play a major role in any program based on sound land management principles," he said. "Although fertilizers are not the sole ingredient in a sound farming program, they are receiving increased emphasis by farmers who realize that lowering the per unit cost of production is so essential in building a self-sustaining agriculture."

Dr. Freeman emphasized that "the stewardship of our farmers today may well determine the stability of our Nation tomorrow for much of the strength of the United States as a potent world power rests in the hands of the man behind the plow."

"The value of fertilizers in maintaining the fertility of our soils is emphasized by the fact that plant food consumption has been nearly tripled since the pre-war years—a tribute to the sound business operations of farmers as well as to the industry which vastly expanded its operations during the difficult war and postwar years," he said.

"Agriculture is our first line of defense and as such is a concern to our entire economy," he emphasized. "As we continue to channel our efforts toward winning the peace, we must give primary consideration to building a farm program that is economically sound and which takes into consideration that the basic wealth of our Nation springs from the soil."

AMERICAN FERTILIZER

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# A Rich Soil Builds A Rich Civilization

*A Southerner Speaks  
Well Chosen Words*

By PAUL D. SANDERS  
Editor, *Southern Planter*



THERE have been two basic characteristics of the American nation—the steady increase in population and the constant movement of the people. Prior to the War Between the States, the population doubled every 25 years, and the people moved constantly to the West. After that tragic conflict, the conquest of the Nation continued, but migration turned more and more toward the cities. The rate of increase in population, meanwhile, declined to about 15,000,000 a decade.

By the end of the first World War, migration to the West, except to Pacific Coast cities, had ceased, but farm and village youth continued to flock in ever-increasing hordes to the cities in quest of opportunity. During the decade 1920 to 1930 there was a net migration from rural areas to the cities of 6,300,000 population—mostly young people. About 5,000,000 of these migrants came from farms and the balance from villages. The cost of rearing the farm migrants, plus their inheritance in the old home place, which had to be paid off by those who remained in agriculture, represented one-third of the total farm income during this period. In the depression years, with widespread urban unemployment, the net migration from farm to city was cut in half. These surplus young people backed up on farms, adding further to the farm problem.

But with the outbreak of hostilities in Europe and our entry into the war, industrial activity zoomed and mass migration from farm to factory reached unprecedented proportions. In the five years 1939 to 1944, farm population dropped from 30,500,000 to 24,000,000—a decline of 6,500,000. This shift was accompanied by a decrease in the number of farms from 6,100,000 to 5,900,000, containing, however, 81,000,000 more acres of land.

I have cited these population trends because they have, at once, contributed mightily to rural poverty while reflecting the increased efficiency of agricultural production, in which the fertilizer industry has played a major part. Our farms are getting fewer and fewer and are growing larger and larger, and the farm population is shrinking constantly.

In 1820, a little over 100 years ago, 90 per cent of our people lived on farms. It took nine families living on the farm to produce enough surplus food to feed one family living in town. By 1900, about 42 per cent lived on farms and today only 18 per cent live on the land. The displaced workers have walked off the farm to build our cities, man the trades and professions, and make this the greatest industrial nation in the world. The strength

and security of our great country, of which we are all so proud, have been built upon an ever-increasing efficiency in agriculture.

But the farm efficiency and industrialization that have swept the North and West, bringing with them higher incomes and a better level of living, have made little progress thus far in the South. The South remains, today, the last stronghold of agrarianism in this country. Draw a line from the Potomac River to the Rio Grande, setting off the 13 Southern States, and you have an area where live over half the farm people of America. Yet this great agricultural empire, with only 27 per cent of the Nation's total population, actually accounted for 60 per cent of the natural increase in population in the United States from 1940-1947. The birth rate on farms is nearly double that of cities. In fact there is not a city of 100,000 population in the United States that is maintaining its population by natural increase. The death rate is higher than the birth rate. These cities are looking to the outlying country for replacements.

The farm always has been, and probably always will be, the seed bed of the Nation's population. And I say to you it is the Nation's responsibility to preserve it. The farmer cannot continue to spend

one-third of his annual income on feeding, and clothing, and educating children that are to leave the farm just as they reach productive age and move without cost to the city.

But these great efficiencies, to which I have referred, have come largely to the field of farm production. As recently as 1935, only 10.9 per cent of American farms were electrified. Farmers were handling and processing their products around the farmstead in precisely the same fashion as they had done for 2,000 years. But within the past 15 years we have flashed electricity, in a dramatic fashion, to 85 per cent of the farms in this country. During this time, however, we have either been preparing for a great war, engaged in conflict, or cleaning up after a war, and have not been able to equip the farmer with electrical appliances. We have not yet felt the full impact of rural electrification.

As a national policy, we cannot permit the farmer's willingness to work and his ability to produce to pile up huge surpluses that will depress prices and destroy him, and then stand by idly as a nation and let an impoverished agriculture wreck our entire economic structure as we did after World War I. The depression of the early thirties was farm-bred and farm-fed.

If my generation has learned one economic lesson, it is this: Empty pocketbooks on the farm do not turn the wheels of industry in our cities. When farmers have money, small town business is good and our cities become prosperous. The farmer has become a dynamic force in the American economy.

In fact, much of the prosperity which we call inflation today comes from the fact that for the first time in the history of America our farmers and our labor force have decent incomes—money to buy and time to enjoy some of the good things of life which the wealth of our great country should generously endow us all.

The farmer is the great creator of wealth; the producer of the essentials of life—food, fiber and wood.

## HIGHLIGHT:

# Senator Holland

## Praises Phosphate

In one of the highlight speeches of the convention Senator Holland stressed that "during the present session of Congress, it has been clearly apparent that agriculture in general is keeping its feet on the ground and is thinking in terms of preserving individuality, independence, and private enterprise in agriculture, and that it has no desire for governmental regimentation or for dependence upon a Federal dole."

"It is clearly apparent that a Federal price support program for agriculture, aimed at the maintenance of agricultural prosperity and buying power and at continued production of abundant supplies of food and fiber at fair prices has become a fixed part of our governmental philosophy," he said, emphasizing that "we are, however, passing through a period in which the price support structure is in process of evolution from a wartime program to a long range peace program."

Senator Holland said "the most difficult problem which confronts the Congressional Committees on Agriculture is, therefore, what kind of permanent support price program will best serve the vital needs of the

nation, both the consuming public and the producers."

He listed eight questions to be answered "before a stable (support price) program can be created": (1) how high will be the level of support prices; (2) what specific crops will be covered; (3) will the program be largely confined to the so-called basic crops or will its coverage be more universal; (4) will the level of support be fixed or flexible; (5) will there be different bases and standards for different sorts of products; (6) how shall we protect the government from excessive costs; (7) will price support be tied in with soil conservation, and, if so, how; (8) what is the proper relationship between price support program and our world trade, particularly thinking of that part of world trade which is being encouraged by our Reciprocal Trade Agreements?"

Senator Holland congratulated the fertilizer industry in meeting the plant food requirements of American farmers and said that the contribution of the Florida phosphate industry toward winning World War II was "a record which constitutes one of the unsung epics of vital service in the war effort."

He is the custodian of the nation's soils—the basic resource of this great land of ours. If the farmer is to maintain the fertility of his soil, he must be able financially to buy plant food, plow under cover crops and lime his land. We must, in the interest of soil saving, maintain an economic atmosphere in this country that will enable the farmer to net a profit from his operations. Because when the soil is gone, man must go and the process doesn't take long.

Thomas Jefferson put it this way: "While the farmer holds title to the land, actually it belongs to all the people, because civilization itself rests upon the soil."

I hope we have at long last realized in this country what the older civilizations of the world, like India and China, have learned through tragic error: that a rich soil builds a rich civilization; that an impoverished soil means an impoverished people; that a nation cannot rise above its soil resources.

AMERICAN FERTILIZER

# FERTILIZER MATERIALS MARKET

## NEW YORK

**Government May Enter Export Trade in Sulphate of Ammonia.**

**Prices Awaited on Ammonium Nitrate. Organics Demand**

**Slackens. Superphosphate Situation Back to Normal.**

**Foreign "Barter" Potash Reported**

NEW YORK, JULY 5, 1950

### **Sulphate of Ammonia**

With most domestic buyers under contract, attention has been turned to the export situation. It has been reliably reported that the Government is ready to take any surplus material and export it to the Far West, which will greatly improve the domestic situation.

### **Nitrate of Soda**

No price changes noted and situation remains the same.

### **Ammonium Nitrate**

While no prices have been announced, possible lower prices are a probability on account of the decline in the price of sulphate of ammonia.

### **Nitrogenous Tankage**

Prices remain firm and demand good from most sections with some imported material offered from time to time.

### **Castor Pomace**

Sales continue to the trade on the basis of \$30.50 per ton, f.o.b. production points. Producers are not inclined to sell very far ahead, as their production is rather uncertain.

### **Organics**

Blood and tankage displayed an easier tone because of lack of buying by the feed trade. Blood was offered at \$6.00 per unit of ammonia (\$7.29 per unit N) at both eastern and western shipping points and tankage could be purchased at a slightly higher price. Vegetable meals were slightly lower and soybean meal was quoted nominally around \$70.00 per ton in bulk, f.o.b. Decatur, Ill. Linseed meal declined about \$2.00 per ton and was offered at \$64.00 per ton, f.o.b. production points. Little change was noted in cottonseed meal.

### **Fish Meal**

With fishing operations being stepped up in some sections and lack of buying by both feed and fertilizer buyers, this material gradually sought lower levels. The price was mostly nominal and a number of imported lots remained at various ports unsold. Unless some buying enters the market, it was thought prices would work lower.

### **Bone Meal**

Demand is slow at the present time, due to the end of the fertilizer season, but some fall demand is expected shortly. Feeding demand is poor.

### **Hoof Meal**

No sales were reported recently for this material but production is not large.

### **Superphosphate**

Prices for the new season are unchanged and the situation is said to be getting back to normal as far as supply and demand is concerned. Triple superphosphate continues in short supply in some sections.

### **Potash**

It has been reported that a large tonnage from abroad is available for barter purposes. As it is possible that this material may come from the Russian territory, our Government does not look with favor on any transaction of this kind.

## PHILADELPHIA

**Organics Market Quiet. Chemical Materials Contracted for in Considerable Amounts**

PHILADELPHIA, JULY 5, 1950

The raw materials market is seasonally quiet with little or no spot business. Fish and other organics are receiving scant attention. Potash and sulphate of ammonia, however,

have been fairly active for future deliveries.

*Sulphate of Ammonia*—Domestic demand for the coke-oven product is reported better, with contracts in fair volume being made for shipment over the '50-'51 season. Production of synthetic grade is being cut, due to recently reduced selling price of the coke-oven sulphate. The export demand is quiet.

*Nitrate of Soda*—There is no activity of moment and no price changes are reported. Imports of nitrate of soda so far in 1950 are considerably under the same period in 1949.

*Blood, Tankage, Bone*—While there is continued absence of buying demand and the market is still very weak, there are signs of a little interest in some spots which might indicate possibility of a change for the better. Prices of \$7.00 per unit of ammonia (\$8.51 per unit N) for blood and tankage, and \$58.00 for steamed bone meal are purely nominal.

*Castor Pomace*—This article seems now to be entirely without interest to buyers. Any price quotation would be nominal only.

*Fish Scrap*—With the new catch on the market, added to foreign offerings and accumulated stocks in storage, there is no cause to expect the present weak market situation to improve very soon. There is practically no demand.

*Phosphate Rock*—Market shows the usual quietness for this time of the year with normal movement against contracts. Supplies are ample to meet all requirements.

*Superphosphate*—Market is seasonally quiet but firm. Stocks are fully sufficient to meet the demand, and no price changes are looked for.

*Potash*—Considerable tonnage of domestic potash is reported booked for the 1950-1951 season. Imports during the early part of 1950 were very much in excess of the previous year and increased offerings from that source may be looked for.



## CHARLESTON

Contracts for Next Season's Materials Increasing Steadily. Supplies of Materials Should Be Adequate

CHARLESTON, JULY 3, 1950

Rather little activity is noted in the market for fertilizer ingredients at this time, although fertilizer manufacturers are steadily contracting for their season's needs.

**Organics**—Demand for organics for fall and spring shipment is fair, with most producers in comfortably sold position. Blood and tankage for summer shipment are relatively weak in price. Domestic nitrogenous tankage is nominally \$3.75 to \$4.10 per unit of ammonia (\$4.56 to \$4.98 per unit N), f.o.b. production point, in bulk. Limited quantities of imported nitrogenous for summer and fall shipment are around \$4.75 per unit of ammonia (\$5.77 per unit N), in bags c.i.f. Atlantic ports.

**Castor Pomace**—Producers are not offering for shipment beyond August. Last sales for this position were made at \$30.50 per ton, f.o.b. Northeastern production points, in bags.

**Dried Ground Blood**—Chicago market is approximately \$5.50 to \$5.75 per unit of ammonia (\$6.68 to \$6.99 per unit N), in bulk. New York market is approximately the same and trading is quiet.

**Potash**—Heavy contract commitments for domestic material have been made, practically completing expected output. Importations of potash were heavy during March, amounting to approximately 57,000 tons compared to about 1,900 tons for the same month in 1949.

**Ground Cotton Bur Ash**—Price of this material is nominally 65 cents

per unit of  $K_2O$  in bulk, f.o.b. Texas production point, for material testing 30/40 per cent  $K_2O$ . Principal sellers are in comfortably sold position for the time being.

**Phosphate Rock**—No unusual shipping activity is reported although a good inquiry for export material is in the market.

**Superphosphate**—Movement is strictly seasonal and no unusual activity is noted.

**Sulphate of Ammonia**—Sizeable sales for coke-oven sulphate of ammonia have been made and due, to heavy exportations of synthetic material, the market is relatively bare.

**Ammonium Nitrate**—Demand continues steady and prices firm.

**Nitrate of Soda**—Supplies are entirely adequate and no unusual activity is noted in the market. Prices continue unchanged.

## CHICAGO

Organics Market Improves. Not Much Change Expected for Near Future

CHICAGO, JULY 3, 1950

There has been a slight improvement in the market on animal ammoniates in the middlewest during the past two weeks and values are holding steady at the higher levels. Buying interest is not very aggressive but generally enough in scope to keep production moving fairly well. There are no changes indicated at this time for the near future.

Ground and sacked meat scraps, 50 per cent protein, range in prices from \$100.00 to \$110.00 per ton, depending upon location. Digester tankage, 60 per cent protein, is

quoted \$100.00 to \$105.00 per ton. Dry rendered tankage is moving at prices ranging from \$1.65 to \$1.75 per unit of protein according to quality. Wet rendered tankage is nominally quoted at \$6.75 to \$7.00 per unit of ammonia (\$8.20 to \$8.51 per unit N), for high ammonia content and \$7.75 to \$8.00 (\$9.42 to \$9.72 per unit N) for low testing product. Dried blood last sold at \$5.75 per unit of ammonia (\$6.99 per unit N) delivered. Steamed bone meal, 65 per cent B.P.L., in bags is steady at \$65.00 to \$75.00 per ton and raw bone meal,  $4\frac{1}{2}$  per cent ammonia, 45 per cent B.P.L., at \$65.00 per ton.

## Pesticides Report

Fertilizer manufacturers are becoming more and more aware of the pesticides field. AMERICAN FERTILIZER will continue to give very complete news coverage to all phases of this growing field.

Recent market reports indicate that DDT is priced higher by some producers. The supply of BHC or DDT is still light and buyers have shifted attention to some of the newer insecticides. Aldrin is selling at \$.97 per pound in carlots and \$1.05 in less. Dieldrin is not available in commercial quantities. The tentative price is \$2.66 per pound. Sabadilla seed powdered advanced to \$.70 per pound and activated ground with lime is up to \$.40. Pyrethrum and rotenone are finding seasonal outlets with demand normal. Chlordane showed signs of tightening. Technical DDT in fiber drums carlots, works, was priced at \$.36 per pound and l.c.l. same basis at \$.37.

Uncle Homer says he doesn't know about flying saucers, but he has trouble keeping his plate in his mouth.

A yawn is bad manners but an honest opinion.

BONE MEAL

TANKAGE

BLOOD

SHEEP—COW—POULTRY MANURE

CASTOR POMACE

NITROGENOUS

GROUND TOBACCO STEMS

HOOF MEAL

ALL FERTILIZER MATERIALS

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WEICHEL

PAMPLIN

DR. COLE

### Cole Now Davison's Phosphate Rock Manager

Dr. Allen T. Cole, formerly chief engineer, has been named manager of the Davison Chemical Corporation's Phosphate Rock Division, succeeding the late William H. Gabeler, it was announced today by C. F. Hockley, president of the corporation. At the same time, Edgar C. Weichel, superintendent of operations, was given the additional position of assistant manager, and J. W. Pamplin was named chief engineer.

The Phosphate Rock Division, which mines raw material for Davison's extensive fertilizer production, centers at Bartow, Fla. Part of this operation is the Bonney Lake Mine which, Mr. Hockley also announced, has just been awarded

a certificate of safety by the U. S. Bureau of Mines.

Dr. Cole joined the Southern Phosphate Corporation, later acquired by Davison, as washer superintendent in 1944. He was promoted to operations manager and then works manager prior to his appointment as chief engineer in February, 1947. Prior to that time, he had been manager of the Phosphate Recovery Corporation, Mulberry, and resident manager of the research department of Minerals Separation North American Corporation in Lakeland.

Mr. Weichel came to Florida immediately after the war as mining superintendent for the Southern Phosphate Corporation.

## NAMES IN THE NEWS

### NEW CORPORATION SET UP BY SIX COMPANIES

The formation of Stagson Research Corporation, with offices and laboratories at Charleston, South Carolina, was announced July 1st. The new corporation has been formed by Smith-Douglas Company of Norfolk, Virginia; Naco Fertilizer Company of New York; Acme Fertilizer Company of Wilmington, North Carolina; Southern Fertilizer & Chemical Company of Savannah, Georgia; Gulf Fertilizer Company of Tampa, Florida; and I. P. Thomas & Son Company of Camden, New Jersey.

The officers of the new company are: R. R. Hull, President; Omar Sanders, Vice-President; and F. H. Lavery, Secretary and Treasurer.

Mr. Frank A. Wilson, former Charleston manager of the Virginia-Carolina Company, has been appointed director of research and development.

The purpose of the new organization is to conduct investigations to improve present fertilizer manufacturing processes and to develop new products and processes for use in the fertilizer industry.

The offices and laboratories will be located on the plant of the Naco Fertilizer Company in Charleston.

### ARMOUR'S NEW "VEEPS"

John E. Sanford, president of Armour Fertilizer Works has announced the election of W. E. Shelburne as vice-president and G. Tracy Cunningham as vice-president and director of sales.

Mr. Shelburne came to the Atlanta general offices as sales manager in June, 1949. Originally from Lawrenceburg, Kentucky, he joined the Armour organization as a salesman.



CUNNINGHAM and SHELBURNE

Mr. Cunningham is a native Georgian, having attended high school in Montezuma, Georgia, and Emory University at Oxford. Soon after leaving college he became associated with Armour Fertilizer Works in the Atlanta division. He served as division manager of the company successively in Americus, Georgia, and Greensboro and Wilmington, N. C.

# EDITORIAL

(Continued from page 5)

They won't talk. They won't write. They won't hazard a guess. They won't be quoted. They won't release results until the results are as old and stale as last year's newspaper.

All of which adds up to "Slow men at work."

Let this column be a plea for co-operation between states, stations, searchers, scientists, salesmen, and farmers. A plea to work together or fail individually.

The information is needed, and yet all up and down the nation the workers are bemoaning the fact that there isn't enough money, or enough manpower, or half-enough opportunity for checkups on the original research recommendations. To a man they admit that much of their highly-touted "agricultural ammunition", for the use of the farmers in their daily breadwinning battle, consists of shots of information fired broadside with no accurate way of observing just what is happening now, tomorrow, a year, ten years from now.

They freely admit this bad situation of too little long-range observation and too little overall-results information. Yet, as they say, the pressure is on and they must do their duty as agricultural oracles. They must cast, forecast, and be

not downcast if the results come back like Hamlet's ghost to haunt them in their future prognostications of how, what, why, when and where the farmer must do this or that to achieve the best possible results.

It is time to stop and take a look.

By a good program of public relations we must bring together the loose ends of this wide-spread confederacy of experiment stations and their works. We must strive to overcome the petty bickerings, and rise above the state and regional politics of the thing—to move forward together.

Plant food producers and the allied fertilizer trades occupy the key spot in this forward move. If we do not advance, agriculture must detour about us, and on such a detour many may slip off the main road.

Too many are off the beaten track now—going along listening, as Thoreau did, to "the beat of their own drummer."

If fertilizer people and all others who are interested in agricultural progress will assume the leadership, and give aid and financial assistance to many of the projects now under way in the stations of the nation we will go forward . . . and up.

There can be no other direction.

This magazine's pages are open to further discussion of this problem.

What do you think should be done?

## DEL-MAR-VA MEETING

The 29th annual meeting of the Del-Mar-Va Fertilizer Association at the George Washington Hotel, Ocean City, Md., June 24, was attended by some 150 fertilizer manufacturers, allied trade representatives, and members of their families. President E. N. Carvel presided and welcomed those attending after which he introduced the various State Control officials, agronomists, and other representatives of departments of agriculture who were in attendance.

W. R. Thompson, extension agronomist and pasture specialist of the Mississippi Agricultural Experiment Station was a featured speaker of the day. He made an

inspirational talk on pasture fertilization.

The traditional bowling contest between the "strawberry pickers" and the "city slickers" furnished afternoon entertainment.

## CFA ESSAY CONTEST

The California Fertilizer Association announces that the Chaffey College agriculture department has won all four prizes and a perpetual trophy in the first annual essay contest sponsored by the California Fertilizer Association's Soil Improvement Committee. Seven junior colleges participated. Papers were written on "The Use of Fertilizer," and the object of the contest was to stimulate interest in



H. J. Henry

## COMMERCIAL SOLVENT APPOINTS H. J. HENRY

Harold J. Henry was appointed vice president in Charge of Sales of Commercial Solvents Corporation, it was announced recently by J. Albert Woods, President.

Mr. Henry was formerly president and general manager of Tek Hughes, Inc., a subsidiary of Johnson & Johnson of which he was also a director. He will succeed Henry W. Denny who has retired.

In making the announcement Mr. Wood said: "Mr. Henry has been closely associated with the drug field for the past 27 years and his experience in product development and merchandising of both proprietary drugs and ethical pharmaceuticals places him in a strong position to market CSC Pharmaceuticals and specialty products. His background in chemistry makes him equally qualified to direct sales of agricultural and industrial chemicals which are an important part of the Corporation's activities."

good teaching and more learning in relation to soil improvement and management. Judges included: Forrest S. Fullmer, agronomist for the American Potash Institute; Dave Raden, Swift & Company; Earle Shaw, Chielan Nitrate Sales Corporation and Howard Hawkins, Golden State Plant Food Company. M. E. McCollam, Chairman of the Soil Improvement Committee, directed the contest.

AMERICAN FERTILIZER



## Trona Muriate of Potash

This vitally important ingredient of mixed fertilizer provides the soil nutrient necessary to resist plant diseases and to enhance the productivity of crops. To obtain the best results, specify "Trona" Muriate of Potash . . . made by the pioneer producers in America.

## Three Elephant Agricultural Pentahydrate Borax

Contains a minimum of 44%  $B_2O_3$  or approximately 121% equivalent Borax. More economical in this concentrated form when used as an addition to fertilizer or for direct application to the soil, to correct a deficiency of Boron. Consult your local County Agent or State Experimental Station.



## AMERICAN POTASH & CHEMICAL CORPORATION

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ATLANTA 3, GEORGIA

3030 WEST SIXTH STREET  
LOS ANGELES 54, CALIF.



## Letters . . .

Mr. Avery Means,  
AMERICAN FERTILIZER  
317 N. Broad Street  
Philadelphia 7, Pennsylvania

DEAR MR. MEANS:

In the article on "Minor Elements" which appeared in the April 29, 1950 issue of THE AMERICAN FERTILIZER an error inadvertently was made with reference to the amount of boron in the manure which is applied annually on New England farms. The correct amount should be 2.25 ounces of boron per 10 tons of average barn manure, in place of 2.25 pounds as printed. The total annual application of boron on this basis would be about 65 tons instead of the figure 1,040 tons.

It will be appreciated if you will print this correction in the next issue of AMERICAN FERTILIZER.

Sincerely yours,

V. SAUCHELLI,  
Director, Agricultural Research  
Davison Chemical Corporation

### Totman Wins

James C. Totman, son of NFA's Chairman of the Board, J. E. Totman, recently won his primary campaign as a Republican candidate for a seat in Maine's legislature.

Everyone talks about the weather but it doesn't mind.

Folks with too much polish can be dull.

This year's bathing suits seem to be Southern Style—show enough.

## OUTSTANDING SAFETY RECORD BY DAVISON

The Davison Chemical Corporation received recently the largest returned premium under a workmen's compensation policy which the Maryland Casualty Company has ever paid to any company carrying policies of comparable size. The returned premium was in excess of \$30,000.

This returned premium was earned by an outstanding record for safety made by the Davison plants covered by Maryland Casualty. These plants are located in Maryland, Florida, Georgia, Louisiana, Indiana, and Iowa.



Hockley Accepts Award

The period covered by the policy was October 8, 1947 to October 8, 1949, when losses paid by the insurance company were only 32 per cent of the premiums paid by Davison. The coverage was of the retrospective type and the amount of the returned premium for these two years had just been calculated when the return was made on

June 16, 1950. The coverage is still in force and further returned premiums are very likely to be earned by Davison.

Safety programs have been stressed for several years in all Davison plants. On the date of the returned premium, six of the company's seven plants in the mixed phosphate division had gone a year or more without lost-time accidents. The 1220-employee plant at Curtis Bay, Baltimore, Md., has passed the million-hour mark without lost-time accidents three times in three years. On June 16th, Davison's Bonny Lake Mine (phosphate rock) in Florida reached two years without a lost-time accident, a record which received an award from the U. S. Bureau of Mines.

Active interest and support of safety programs extend throughout all levels of management and workmen. Frequent safety meetings are held and interest in the program is maintained through monthly reports and continual emphasis in the employee magazines and weekly news letters to plant personnel.

### Phillips Moves

Effective July 1, 1950, the Midwest district sales office of the fertilizer sales division, Phillips Chemical Company, moved from Chicago to Omaha, Nebraska.

The Omaha district office will be in the WOW Building, 14th and Farnam Streets. Kaspar Peter, in charge of this office, will continue to handle sales distribution of Phillips 66 nitrogen fertilizer products in this area.

# The SUMMERS FERTILIZER COMPANY, Inc.

and Associated Companies

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MARS HILL, ME.  
CARIBOU, ME.

EASTPORT, ME.  
ST. STEPHEN, N. B.

GRAND FORKS, N. D.



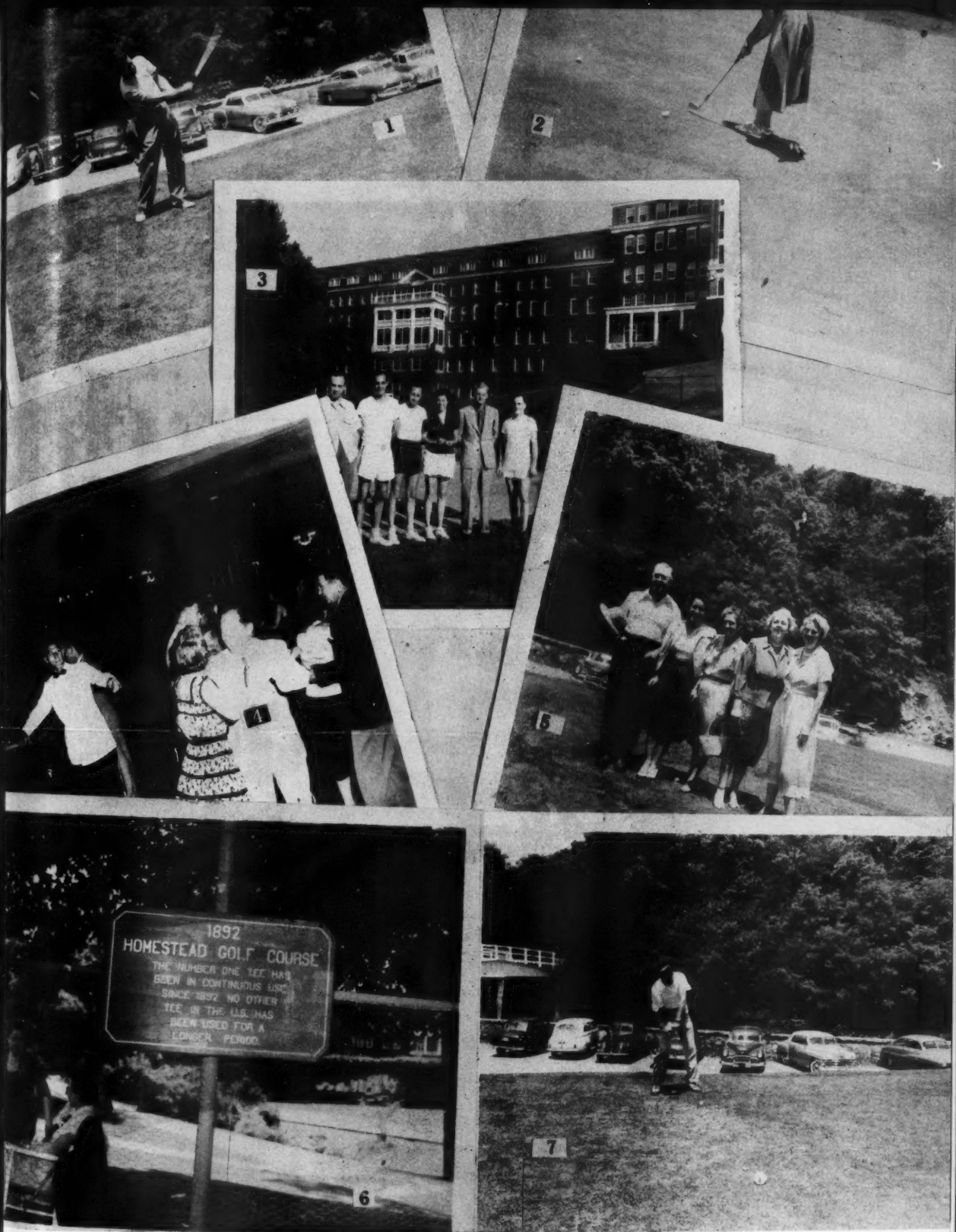
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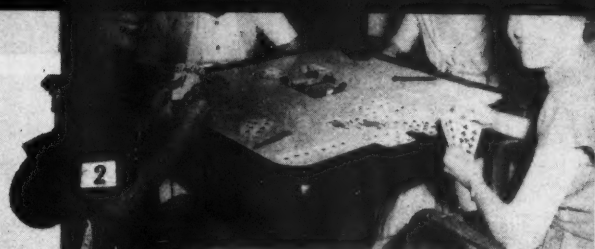
LIZER



1. Clarence J. Bell belting one from the first tee. 2. Mrs. Clifton Woodrum, Jr., sinking a five footer in the putting contest. 3. The tennis winners: The lady in the center took top honors in the round-robin match. Left to right, Fritz Fasting, Al Dickinson, Wayne Dorlund, Mrs. John A. Roberts and Mr. Roberts, Ted Meyers. 4. Here's the square dance in full swing. 5. T. E. Bradley, Mrs. J. W. Hall, Mrs. G. W. Gage, Mrs. J. A. Howell and Mrs. George E. Pettit at the golf matches. 6. Where the cross-country troubles began for many. 7. George Heilig hit this one about 200 yards.



Here are the names around the clock: 12 o'clock—Diane Taylor; 1 o'clock (left to right)—Mrs. R. B. Lenhart, J. C. Crissey, Mrs. Russell Jaite, B. W. Merz, Ed Smith, W. M. Chadwick, Mrs. B. W. Merz and J. R. Haney; 3 o'clock—Mrs. A. J. Pringle, Jr., and W. B. Dashiell; 5 o'clock—Mr. and Mrs. John L. Sanders; 6 o'clock—The Hollywood entertainers who sang the gypsy songs; 7 o'clock—Mrs. C. A. Woodrum, Jr., and Martha Woodrum; 9 o'clock—Ray Ellis dancing with Miss Joann Fisher; 11 o'clock—Miss Nancy Lee Boynton, Miss Mary Kathleen Sanford, Miss Linda Sanford. The background of these pictures is a map of The Homestead drawn by M. C. Bridgman.



1. The Plant Food Council office at the Homestead. 2. (left to right) Mrs. W. L. Bradley, Mrs. Charles MacDowell, Mrs. Ralph Boynton, Mrs. W. E. Shelburne. 3. (left to right) Frank Taylor, Mrs. William Porterfield, Ben LeCompte, Jr., Mrs. LeCompte, Jr., William Porterfield. 4. Where it all began. 5. Mrs. H. M. Allbright, Mrs. Burton Ford, Mrs. Paul Speer (who won first prize), Mrs. Sven Fougner and Mrs. John R. Taylor, Jr. 6. Miss Anne Yeager, Mrs. Walter Sackett, Walter Sackett. 7. Omar Sanders, C. G. Franklin, Ed Ryland and J. A. Monroe. 8. Mrs. Paul Campbell and Mrs. Thomas H. Wright. 9. Doing a little lobbying!





1. Swing Your Partners! 2. Congressmen Abernathy and Hoeven who made fine talks. 3. The Head Table Folks: (left to right) J. A. Howell Mrs. W. T. Wright, Congressman Hoeven, Mrs. Howell, Congressman Abernathy can be seen in this shot. 4. Everyone laughed at Dr. Freeman's joke. 5. Paul Sanders, Miss Susan Rockwell. 6. Dr. Freeman again and there's Lou Wilson taking his picture. 7. (left to right) W. T. Wright, Mrs. Albert Goss, Congressman Pace. 8. Miss Mary Rossman, L. L. Jaquier. 9. A "Rebel" says some good things about our way of life. 10. Hon. Knox T. Hutchinson and W. A. Minor. 11. M. S. Wright, Steele Wright, Mrs. Steele Wright and Mrs. S. L. Nevins. 12. Mrs. Albert Baker, Jr. and Ted Meyer in action. 13. The Pasture Man tells 'em! 14. A serve with a curve! 15. The Bakers and some extras (Fritz and Karl Fasting) ready for the big banquet. 16. Mr. Frank R. Jackle, Mrs. Jackle, Lee Karp and F. W. Heidinger





IS THIS "BOTTLE-NECK"

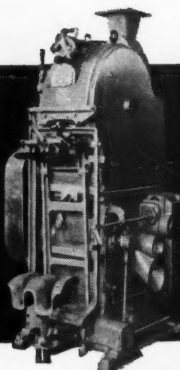
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St. Regis Multiwall Paper Bags,  
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Packing Machines like this,  
make a big hit with dealers and  
their farm customers. They are  
strong, clean-handling,  
easy stacking bags—tough,  
resistant to moisture!

Bag packing speeds in many fertilizer plants have been stepped up as much as 50% with a big saving in labor costs besides. How? Through the installation of St. Regis Valve Bag Packaging Systems, and the use of strong, tough, economical St. Regis Multiwall Paper Bags.

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Write or call your nearest St. Regis Sales Office today, so that our representative can make a prompt engineering survey of your plant, and submit recommendations for the installation of proper St. Regis Multiwall equipment.



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## N. S. D. A. Annual Meeting

The National Sprayer & Duster Association, at its fifth Annual Meeting held in Chicago the middle of June, re-elected its former slate of officers and charted its program for the coming year. C. D. Leiter, Sales Manager, F. E. Myers & Bro. Company, Ashland, Ohio was re-elected President of the Association and Chairman of the Executive Board. R. B. Chapin, President of the R. E. Chapin Mfg. Works, Inc., of Batavia, New York was reelected Vice President of the Association. D. P. Lewis of the H. D. Hudson Mfg. Company, Chicago, Illinois continues as Treasurer and Earl D. Anderson and Frank J. Zink of Frank J. Zink Associates were again retained as Secretary and Counsel respectively for the Association. Reelected to the Executive Board in addition to the officers named, were the following: P. L. Hauser, Sales Manager, Lowell Mfg. Company, Chicago; H. F. Brandt, President, Dobbins Mfg. Company, Elkhart, Indiana; R. C. Hudson, President, H. D. Hudson Mfg. Company, Chicago; T. M. Burton, Vice President, D. B. Smith & Co., Inc., Utica, N. Y.

In his report as Association President, Mr. Leiter stated that the sprayer and duster industry could well be proud of the technological progress of the past year. This development of new and improved equipment for applying pesticides has been most timely in view of the current severe infestations of garden insects, European corn

borers, cotton insects and grasshoppers. These sprayers and dusters provide an economical and effective means of controlling these and similar insect invasions by applying one of the new type insecticides.

Around the home grounds, chemical spraying is fast replacing the drudgery of hand digging of weeds. Also, timely spraying of lawns and shrubbery permits greater enjoyment of summer outdoor living areas through control of mosquitos, flies and chiggers.

Mr. Leiter cited the application of chemical defoliants and plant nutrients to the foliage of growing crops as examples of the rapidly expanding uses for power operated application equipment.

An excellent motion picture entitled "Vegetable Insects" produced by the Film Board of Canada was shown through the courtesy of Swift & Company. In picturing the feeding habits of the various types of insects, the film forcefully illustrates the necessity of using the proper types of equipment for applying insecticides.

H. F. Brandt, Chairman of the Association Publicity Committee, reported that progress is being made in the preparation of the new industry publication on the selection, use and care of spraying and dusting equipment scheduled for publication later this year.

The Association, which includes the principal manufacturers of spraying and dusting equipment, also approved an expanded program

of cooperation with various research agencies and additional consumer education on the proper use of equipment.

The executive offices of the Association are located at 4300 Board of Trade Building, Chicago 4, Illinois.

### CFA MEETING

The Soil Improvement Committee of the California Fertilizer Association recently held its final meeting of the year in Sunland Industries' offices at Fresno. Reports were given by Earle Shaw, chairman of the Handbook Committee and F. H. Leavitt, chairman of the Motion Picture Committee. Dave Raden discussed the second of a series of joint conferences at San Bernardino with the Agricultural Extension Service.

Temporary officers of CFA's Plant Food Institute recently met in San Francisco to complete the final draft of the constitution and by-laws. Present were Harold Doherty, acting vice-president, and Darrell Hull, Pacific Guano Company, acting secretary-treasurer for the northern region; Jack Welch, Barrett Division, acting vice-president, and Tom Taylor, California-Sun Fertilizer Company, acting secretary-treasurer for the southern region. Manager Elmer S. Nelson of the California Fertilizer Association was also present.

It's human to err—and brag about it.

His girl told him to go to blazes so he became a fireman.

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## (PLANT) FOOD FOR THOUGHT

**WE MENTIONED** last time that fall business should get off to a good start because farmers would probably be more certain of what is ahead of them than they were about a year ago. Several things have just occurred which lend emphasis to such prediction: (1) On June 26 agreement was reached by the Senate on the conference report with respect to HR6567 increasing the borrowing authority of Commodity Credit Corporation in the amount of two billion dollars; (2) an announcement by Secretary of Agriculture Brannan that, although acreage allotments will be continued for the 1951 wheat crop, demonstrated cooperation by farmers in holding wheat plantings within acreage allotments has been so helpful in keeping supplies in balance with demand, no 1951 wheat marketing quotas are contemplated; (3) in other announcements made June 27 farmers were informed that new support prices for basic crops—wheat, corn, cotton, tobacco, peanuts, rice—would be established at levels slightly higher than last year.

\* \* \*

**BENZENE HEXACHLORIDE** ("Bennie Hex" to a lot of folks) although a good controller of some insects has gotten into the lime-light again as a result of some recent disturbing reports of disagreeably off-flavored peanuts grown with mixed fertilizer which had benzene hexachloride in the mix. It might be well to discourage such practice particularly in view of proposals which have recently been advanced calling for investigations on the use of chemical pesticides, and fungicides in relation to the wholesomeness of food products.

\* \* \*

**THE FERTILIZER GROUP** of the National Council of Farmer Cooperatives is holding an interesting conference at St. Louis on July 12-13. Among the topics to be discussed are Granular Fertilizers, Trends in Formulation and Bulk Distribution of Mixed Fertilizers.

\* \* \*

**Parathion**, one of the newest insecticides, is giving excellent results. However, it is very toxic to humans and must be handled with extreme care. Some of the precautions recommended are: (1) avoid inhaling the material when opening bags or dumping in spray tank; (2) work on windward side of the tank; (3) wear protective clothing, gloves, and a respirator. Parathion should not be handled with bare hands, and bare skin should not be exposed to it because it can be absorbed through the skin; (4) wash your hands thoroughly after you have handled the material and especially before eating or smoking. If the precautions recommended are followed carefully, there is no reason why you should fear using this material.

## FERTILIZER CONFERENCE PLANNED AT PUYALLUP

A new type of meeting is to be held in the Pacific Northwest when fertilizer dealers and manufacturers gather at the Washington State College Experiment Station at Puyallup, July 17 and 18 for a two-day conference.

Agronomists from the area and specialists in the fertilizer trade and industry will discuss soils and fertilizer research, the extension soils program, liquid fertilizers, and problems of the industry.

Other speakers will be Mac C. Taylor, Oregon-Washington Fertilizer Company, Seattle; Dr. J. C. Knott, director of the Institute of Agricultural Sciences, WSC; Sverre N. Ohmdahl, director of the Washington State Department of Agriculture; Mark T. Buchanan, director of WSC's Agricultural Experiment Stations; George Wickstrom, American Potash Institute, Sumner; Wallace McFarland, Pacific Guano Company, Berkeley, Calif.; M. E. McCallam, manager, Western States American Potash Institute, San Jose, Calif.; Russell Coleman, president, National Fertilizer Association.

## GOOD READING

Many fertilizer men will be interested in the June, 1950 issue of *Baltimore*, published by the Baltimore Association of Commerce. This booklet contains an interesting story of the history of the fertilizer industry in that city. Write for a copy if you are interested.

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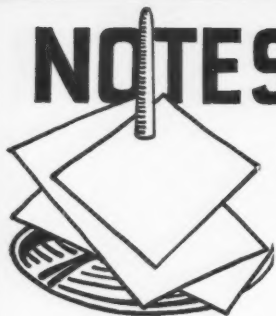
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# NOTES

# FROM



## ISRAEL AFRICA ITALY

**ISRAEL.** Despite hopes to the contrary expressed from time to time by interested parties, no practical progress toward resumption of the operations at the Dead Sea plant of Palestine Potash, Ltd., was made in 1949. Operations on the southern end of the Dead Sea, where the plant is undamaged in Israel hands, were impossible for various reasons. No decision has yet been reached on the continued validity of the concession conferred by the Mandatory Administration of Palestine; fresh-water supply depends on agreement with the Jordan Government, and efficient production requires the construction of a road from the southern end of the Sea to Beersheba.

Lack of potassium resulted in one part of the newly opened fertilizers and chemical plant remaining idle. The plant, established as a joint venture of several leading local financial groups with a IL-500,000 capitalization, will satisfy the country's requirements of potassic and phosphatic fertilizers and of sulphuric acid for the local chemical industry. Present production is restricted to the manufacture of sulphuric acid (from Texas sulphur), superphosphate (from Moroccan and Tunisian rock phosphate), and oleum. Present output is 30 to 40 tons of sulphuric acid and 80 tons of superphosphate daily.

As soon as a potassium supply is obtained, the potassium sulphate plant, with a scheduled output of

50 tons daily, will be completed and will yield dicalcium phosphates as a byproduct for cattle feeding. Before operation of the plant, Israel imported 3,800 tons of nitrogenous and 2,600 tons of phosphatic fertilizers during January-September, 1949.

## Witch Doctors Out

Speaking before the Institute of Agricultural Sciences, Emory Alvord, recently retired director, Department of Native Agriculture for Southern Rhodesia, told members that Extension methods combined with education in church missions are banishing witch craft, superstition, and fear in this part of Africa.

Farming techniques, Alvord said, have shifted from exclusive use of hand-made iron-tipped hoes, to ox-drawn plows cultivators, harrows, and even a few power tractors. Conservation, crop rotation, and use of fertilizers have increased yields 10-fold over during Alvord's 30-years' service. Native farmers no longer buy mystic potions to make their crops flourish.

Alvord, the first agricultural missionary to the dark continent, has accomplished this amazing transformation in Southern Rhodesia using the same Extension methods—demonstration plots and the "learn to do by doing" formula—developed to such a high degree here in the United States.

## AMMONIA PLANTS IN ITALY APPROVED

Industrial projects designed to further the recovery of Italy have been approved by the Economic Cooperation Administration. Overall cost of the projects is \$34,525,000, of which \$13,382,000 will be fi-

nanced by ECA. The projects cover:

Construction of an ammonium sulphate plant at Bagnoli for Società per l'Industria e l'Elettricità (TERNI), to cost the equivalent of \$11,320,000, including \$4,500,000 in ECA financing.

Construction of a plant for the production of synthetic ammonia from natural gas in the Poe Valley for Montecatini Company, Milan, to cost \$18,221,000, including \$7,348,000 in ECA financing.

The ammonium sulphate plant will have an annual capacity of 170,000 tons containing 35,000 tons of fixed nitrogen. It will use coke-oven gas from a nearby steel mill. Italy's estimated requirements for fixed nitrogen for agricultural purposes is set at 220,000 tons by 1952.

The plant for production of synthetic ammonia from natural gas is expected to have a capacity of 60,000 metric tons.

## Q. and A. Department

**Question:** How does the application of nitrogen affect the protein content of corn?

**Answer:** Dr. B. A. Krantz, soil fertility scientist, North Carolina Experiment Station, says heavy applications of nitrogen can double the protein content of corn. In a test conducted on Norfolk sandy loam soil Krantz found that 180 pounds of nitrogen per acre increased the protein content from 5.7 per cent where no nitrogen was applied to 10.4 per cent. In most of his tests on other soil types and with different rates of nitrogen, added nitrogen gave an increase in protein. Corn is used as a feed primarily because of its carbohydrate content, but farmers would need less high-priced concentrates if they fed corn containing 11 to 12 per cent protein instead of corn containing 6 to 7 per cent.

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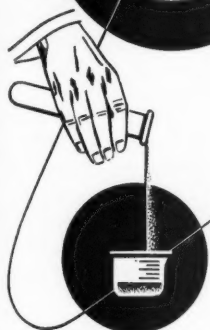
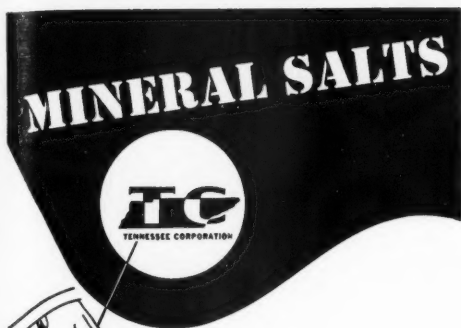
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# BEMIS BRO. BAG

## Opens New "Climate Control" Laboratory

For studying and experimenting with bags and bag-making materials under a wide range of atmospheric conditions, the General Engineering Research Laboratory of Bemis Bro. Bag Co. in St. Louis has put into operation a new controlled-climate testing chamber with which it is possible to reproduce accurately the average climatic conditions encountered in most countries of the world. The type of climate prevailing in Arctic regions is the main exception.

The new equipment will control humidity within close tolerances and will keep the temperature constant with a variation of no more than one-quarter of one degree Fahrenheit. It will be used principally to determine the protective qualities of all types of bags under various climatic conditions, and to test the effectiveness of fungus—and mildew proofing treatments. Fungus organisms can be grown in the test chamber, and it can supply normal breeding and living conditions for tropical and other insects so that insect-resistant treatments may also be studied.

This "climatizing" apparatus supplements and widens the scope of previously existing climate-control equipment in the Bemis laboratory, and makes it possible to carry on several experiments of different kinds simultaneously.

### BEMIS ACQUIRES PAPER MILL

The Claremont Paper Mill, Claremont, New Hampshire, was acquired by the Bemis Bro. Bag Company and operation of the mill changed hands on July 3. Mr. W. A. Kirn, Sr., who has headed Claremont for many years, will remain in charge as manager for Bemis.

The Claremont Paper Mill is equipped to produce kraft paper specialties used by the printing and industrial trades. These include such items as paper tape and creped paper which have application in the bag manufacturing industry.

The mill equipment consists of twelve beaters, seven jordan, three Fourdrinier paper machines and finishing equipment. Productive capacity is forty-five tons per day.

### NACA OFFERS TO ASSIST CONGRESSIONAL FOOD STUDY GROUP

The National Agricultural Chemical Association will cooperate with the House Committee authorized by the passage of the Sabath Resolution (H. R. 323), according to Lea S. Hitchner, Executive Secretary.

The Resolution authorizes a Committee, composed of seven Members of the House of Representatives, appointed by the Speaker, to direct and conduct a full and complete investigation and study of the use of various chemicals and compounds

in the production, processing, preparation, and packaging of food products. Committee activity is scheduled to consist of three phases, one of which includes insecticides and related materials.

"Just as the National Agricultural Chemicals Association offered its facilities and cooperation to the Food and Drug Administration at the on-set of the current Residue Tolerance Hearings, which began January 17, this Association extends its services to the Congressional Committee, and will provide such information and data as may be available," Mr. Hitchner said.

### SEARCH IS ON FOR MANGANESE FACTS

A Wirthmore Research Grant of \$1,000 has been made available to the University of New Hampshire for use in the Agricultural Experiment Station, the UNH Council on Sponsored Research, announced recently.

Dr. Robert F. Chandler, Jr., Experiment Station Director, said that the funds will be used by Dr. Harry A. Keener, UNH Dairy Husbandman, to initiate a project designed to find the manganese requirement of dairy cattle. Dr. Keener hopes his research will show whether or not dairy cattle's regular ration needs to be supplemented by amounts of manganese.

The 1950 research grant is a renewal of previous funds made available to the University for other research projects. The grant is given by the Charles M. Cox Company of Boston, Massachusetts.

### CO-OPS MID-YEAR FERTILIZER MEETING

Representatives of cooperatives handling fertilizer will meet at St. Louis, July 12-13, for the mid-year meeting of the Council's subcommittee on fertilizer. The program will include talks on recent developments in the bulk distribution of mixed fertilizers by cooperatives in Michigan, Wisconsin and New York; future trends in formulation; the work of a cooperative association agronomist in Ohio; and problems and principles in making granular mixed fertilizer. Second day of the meeting will be devoted to a tour of fertilizer plants of the Illinois Farm Supply Co. at East St. Louis, Ill. and the Missouri Farmers Association at Maryland Heights, Mo.

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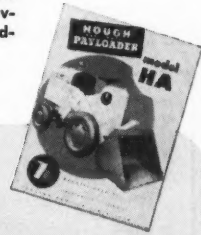
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## NEXT ISSUE



The Green Pastures Committee consists of H. G. Allbright, Jr.; J. S. Owens, Conn.; R. W. Davidson, Mass.; L. H. Smith, Vt.; R. B. Littlefield, N. H.; and R. F. Talbot, Me. The Industry Committee consists of S. D. Gray, American Potash Institute, chairman, and R. H. Engle, NFA.

**AMERICAN FERTILIZER** takes you on a trip into New England with camera and typewriter . . . the opening feature will be on ag chemicals by R. L. Webster . . . more sales promotion material that seems to fit fertilizer manufactures . . . and we turn the Spotlight on Lion Oil for a brief flash of facts.

### REPORT ON WATERWEED CONTROL

Advances in the use of chemicals to control weeds that clog drainage and irrigation ditches was reported at the forty-third annual meeting of the American Society of Agricultural Engineers, held in Washington recently.

L. S. Evans, of the agriculture department's agricultural research administration, said that use of petroleum or coal tar aromatic solvents for waterweed control has grown rapidly in the west since the first field trials in 1948. Probably the most significant advantage of the method, he noted, is that access to the ditch is required only at the initial injection point and at about half-mile intervals downstream.

Although Mr. Evans reported that the number of treatments needed for effective control during the season vary from one to four, depending on the length of the growing season and the rate of recovery, he pointed out that field experience with aromatic solvents has been too limited to allow any broad generalizations in cost comparisons between chemical and mechanical methods of control.

**It's risky to be sitting on top of the world nowadays.**

The married man who says he hasn't made up his mind means he hasn't had a chance to ask his wife.

## THE SPOTLIGHT IS ON . . .

### Geo. McCarty

Of interest to his many friends is the announcement by the Georgia Institute of Technology that the 1950 Alumni Distinguished Service Award was presented to George Weyman McCarty, Class of 1908 at commencement exercises June 12, 1950, Grant Field, Atlanta, Georgia.

The Citation read as follows:

#### CITATION

George Weyman McCarty

Native of Atlanta, Bachelor of Science in Mechanical Engineering of the Class of 1908, outstanding leader in business undertakings, director of numerous corporations, leader in manufacturing and transportation, civic worker of prodigious capacity, and patriotic industrial servant of your country,

For your services as president of the Georgia Tech National Alumni Association, for your services as a member of the Georgia Tech Athletic Board, for your leadership as president of the Georgia Tech Alumni Foundation, for your generosity of time, service, and financial support of the Georgia Institute of Technology, you are awarded the 1950 Alumni Distinguished Service Award which is presented with respect, admiration, and gratitude.

Mr. McCarty is president of Ashcraft-Wilkinson Company, Atlanta, Ga.

## HONORARY DEGREE AWARDED BREWER

On the occasion of its 80th Commencement in Amherst June 4, 1950, the University of Massachusetts, conferred upon Mr. Herbert C. Brewer the honorary degree of Doctor of Science. Dr. Brewer has been Director of Research for the Chilean Nitrate industry for the past 26 years. During that period he has been engaged in major research undertakings dealing with (1) the economic use of nitrogen in agriculture; (2) the functions and values of the minor elements in plant and animal nutrition and (3) the role of sodium in plant nutrition. In 1935, he published the First Edition of the now famous Bibliography of the Literature on the Minor Elements. The Fourth Edition of this work was published in August, 1948.

### SUPPORT FOR 1950-CROP TOBACCO

The Production and Marketing Administration of the U. S. Department of Agriculture has announced the price support loan program for 1950-crop tobacco.

Types of tobacco under marketing quotas will be supported by Commodity Credit Corporation at the specific levels required by the Agricultural Act of 1949. These levels are: flue-cured tobacco, 90 per cent of parity as of July 1, 1950; Burley tobacco, 90 per cent of parity as of October 1, 1950; fire-cured tobacco, 75 per cent of the Burley support level as of October 1; and dark air-cured and Virginia sun-cured tobacco, 66⅔ per cent of the Burley level as of October 1, 1950.

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## SEC. BRANNAN'S NEW COMMITTEE FORMED

A "Departmental Coordinating Committee" has been named by Secretary of Agriculture Charles F. Brannan to deal with the problem of insect and rodent-damaged grain, including methods of prevention and control. The committee provides a single group for considering questions on the subject, the USDA points out. Committee members are M. P. Jones, Extension Service; A. F. Nelson, Grain Branch of the Production and Marketing Adm.; and C. M. Packard, Bureau of Entomology and Plant Quarantine, chairman.

## COAHOMA IS NEW MISS. PLANT OPERATING

Approximately 4,000 tons of dust mixture and some 120,000 gallons of liquid emulsions for use by growers in the area, are expected to be produced this year by the new Coahoma Chemical Co. in Clarksdale, Mississippi. The firm's products, which will be marketed under the trade name, "Red Panther," include agricultural insecticides, fungicides and dusts. Officers of the new company are: Kinchen O'Keefe, president; Wm. H. Gresham, vice-president; "Buck" Mutler, secretary-treasurer.

## NACA MEETING SET AT SPRING LAKE, N. J.

Plans for the annual fall meeting of the National Agricultural Chemicals Association are getting under way, according to Lea S. Hitchner, Washington, D. C., executive secretary of the Association. The meeting will be held as usual, at the Essex and Sussex Hotel, Spring Lake, N. J., September 7, 8 and 9. The program is expected to include a review of the Food and Drug Administration Hearings, reports on new insecticides and fungicides, and Association committee reports. A full program will be published in a later issue of AMERICAN FERTILIZER.

## CHEM. CO. CORP. IN NEW OFFICES

Chemical Construction Corp., New York, has moved its offices from the Empire State Building, to a new address, 488 Madison Ave. The new telephone number is MUrray Hill 8-2370.

## MONSANTO APPOINTS JONES TO WESTERN

O. C. Jones, group leader in Monsanto Chemical Company's Phosphate Division research department at Anniston, Ala., has been appointed assistant research director of the company's Western Division here, it was announced recently by Irving C. Smith, general manager of the division.

Mr. Jones, who is currently on academic leave of absence at Harvard University, assumed his new duties July 1. He was graduated from the University of Utah in 1930 with a B. S. degree in chemical engineering and received a M. S. degree in this field in 1931. In the same year, he joined the Swann Corporation, which later became Monsanto's Phosphate Division.

Mr. Jones' research studies have been primarily concerned with phosphorus production, by-product utilization, and phosphoric acid.

## WOLF GROUP TOUR CHASE'S PAPER MILL

While holding their Spring Sales Meeting in Cleveland, Ohio recently, Executives and Sales Personnel of Wolf Envelope Company toured Chase Bag Company's Chargin Falls Paper Mill as guest of J. E. Becker, Plant Manager.

"The chief interest of the tour," Mr. Becker said, "was the million dollar paper machine installed during Chase Bag Company's centennial year."

Most of the visitors had never seen a paper mill in operation and they said it was quite an industrial education. The visiting group, 26 key men in all, was headed by Mr. Al Littman, Wolf Envelope vice president.

## ZINC DEFICIENCY SIMPLE PROBLEM FOR ORCHARDISTS

Zinc deficiency is at least one problem of eastern Washington orchardists that they themselves are able to correct.

Correction measures are fairly simple too, according to two State College soil scientists. They are H. M. Reisenauer, research staffer at the Pullman Experiment station, and N. R. Benson of the Wenatchee Tree Fruit Experiment Station.

The zinc deficiency is ordinarily corrected by a dormant season spray containing 25 pounds of zinc sulfate per 100 gallons of water. It has also been corrected quite satisfactorily by a foliage spray in spring and early summer. The recommended foliage spray contains two pounds of zinc oxide per 100 gallons of solution. Since zinc oxide is compatible with the commonly used insecticides, it may be included in regular first-cover spraying.

The soil scientists say that once zinc deficiency has been corrected, its recurrence may be prevented by the inclusion of a very small amount of zinc oxide annually in the regular insecticide sprays. The recommended amount is one pound of zinc oxide per 600 gallon tank of insecticide spray.

## INTERNATIONAL RANCH EXPOSITION IN CHICAGO

The International Ranch Exposition is to be held October 6 through 15 at the International Amphitheatre in Chicago, it has been announced. The show is expected to draw an attendance of more than 300,000.

Exhibits of the chemical industry will include *fungicides, pesticides and fertilizers*, it is stated.

## IN THE FUTURE

July	9-14	New England Pasture Tour
July	12-13	South Carolina Fertilizer Conference, Clemson, South Carolina
July	17-18	Northwest Fertilizer Conference, Puyallup, Washington
August	6-12	National Vegetable Week
August	9	Kentucky Fertilizer Meeting, Princeton Substation, Princeton

(Editors Note: If you have news of events please mail details as soon as possible.)



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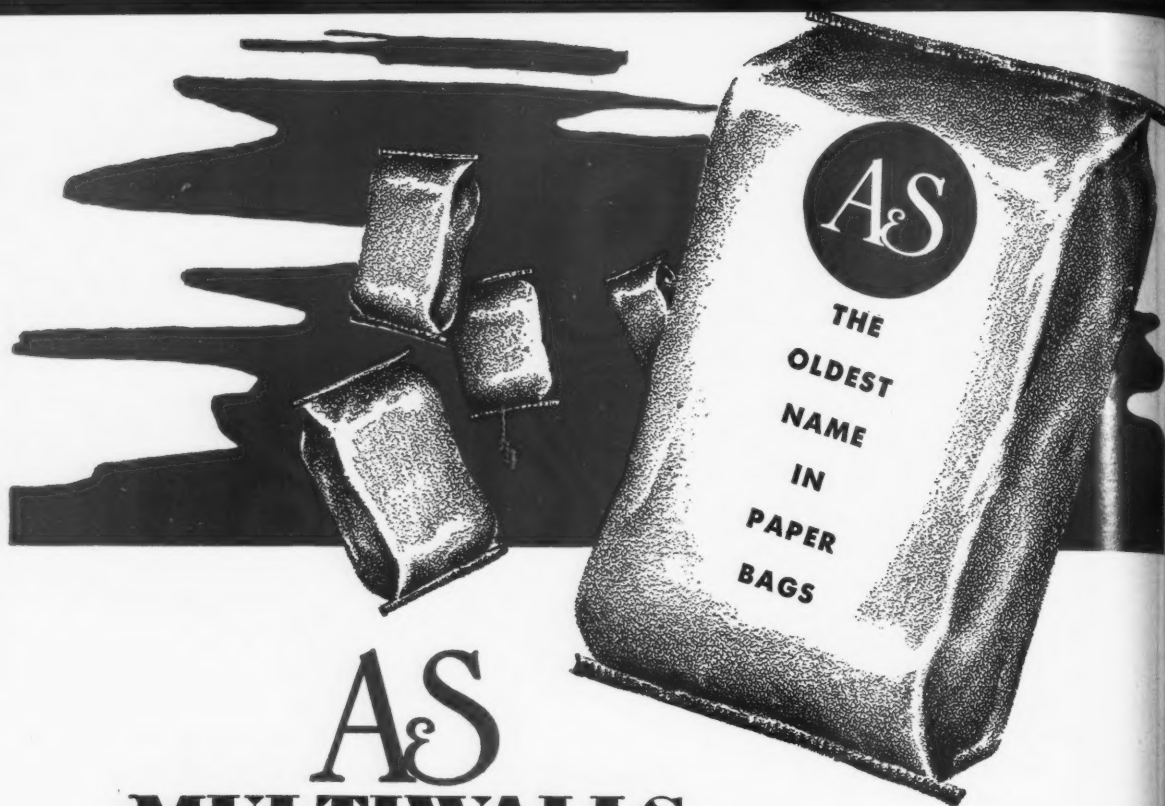
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ONE HUNDRED YEARS YOUNG**

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Citrus growers *might* be astonished to get oranges this big when they use fertilizer containing *Sul-Po-Mag*. But they won't be surprised, in fact they will expect to get finer quality, better body, larger yields and more delicious flavor.

Where there is evidence of magnesia deficiency in the soil, growers of citrus and other fruit can apply essential magnesia in the most practical and economical form by using *International's Sul-Po-Mag*.

*Sul-Po-Mag* supplies potash and magnesia in a properly-balanced, natural combination in water-soluble form.

*Sul-Po-Mag* is produced exclusively by *International* from langbeinite ores at its Carlsbad, New Mexico, Mine.

So use both *International Potash* and *Sul-Po-Mag* in your fertilizer mixtures to give your customers the best possible results on magnesia-deficient soils. They are shipped in excellent mechanical condition and will help you satisfy the rapidly growing demand for quality fertilizers.

**SUL-PO-MAG (Water-Soluble Double Sulfate of Potash-Magnesia)**  
**MURIATE OF POTASH • SULFATE OF POTASH**

**Sul-Po-Mag®**  
Water-Soluble  
Double Sulfate of Potash-Magnesia



**POTASH DIVISION**



**INTERNATIONAL MINERALS & CHEMICAL CORPORATION**

General Offices: 20 North Wacker Drive, Chicago 6



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